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# AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,  
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## ORGANIZATION CAMPAIGN BY NEW YORK POTATO AND CABBAGE GROWERS

With the motto "Organize for business" the campaign committee appointed by the potato and cabbage growers of Western New York is laying the foundations for the Empire Potato-Cabbage Cooperative Association, Inc., which is to replace the existing marketing association. A three-in-one form of organization is being planned. There are to be county locals, made up of potato and cabbage growers, district warehousing corporations to own and operate the needed warehouses, and a central organization which will be a federation of the county locals. It is proposed that the county locals, by means of power of attorney, shall assign to the central organization such marketing functions as they might perform under the laws of the state. The locals and the federation are to be nonprofit and noncapital-stock organizations. Common and preferred capital stock will be issued in connection with the warehousing corporations. Only common stock will have the voting power and this stock will be held only by the producers. The preferred stock is to be sold to the general public or exchanged for warehouses. It is to bear 6% cumulative interest and to be payable in one, two, three, four and five years, common stock being issued to the growers to replace preferred stock.

The purpose of the organization is to set up the machinery for grading potatoes and cabbage, storing the products until needed for consumption, selling the products, returning to each grower a uniform price for the same variety, quality and size, and developing new markets by means of suitable advertising campaigns. It is also expected that the speculative element and the elements of waste in the present marketing system will be eliminated.

Intensive drives for members of the new group of cooperatives are to be conducted in twenty counties. As soon as 50% of the commercial acreage in each county and in the entire area is signed up the new organization will be incorporated.

The marketing agreement provides for the selling of the commodities to the association for the five years beginning with 1924. The penalty for breach of contract is fixed at 20% of the market value of the product sold outside the association.

A membership fee of \$5 goes toward the expenses of the present campaign which is to continue until June 1, when it is expected that the signed-up acreage will have reached 50% of the commercial acreage for each of the two crops.

SHIPS NEARLY TWICE AS MANY APPLES AS LAST YEAR

Shipments of apples by the Sebastapol Apple Growers' Union, Sebastapol, Calif., totaled 1,051,765 boxes in 1923, as compared with 592,595 boxes in 1922. Of the total 1923 shipments 879,560 boxes, 83.6%, were Gravesteins. Spitzenbergs came second with 38,789 boxes, followed by Kings, Jonathans, Baldwins, Wageners, Rome Beauties, Rhode Island Greenings, etc., through 44 varieties. Total business for the year amounted to \$1,293,423. Capital stock outstanding amounts to \$193,650, while a reserve fund for advertising is \$17,575, and a reserve for contingencies is \$14,539. The property and equipment is valued at \$303,035.

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LARGE VARIETY OF FRUITS AND VEGETABLES HANDLED

Fruits and vegetables handled by the Eugene Fruit Growers' Association, Eugene, Ore., in the 1923 season totaled 16,199,747 pounds. Gross sales amounted to \$1,010,814, of which by far the largest item was canned goods, \$748,013. The commodities which were handled in the largest amounts were as follows: Prunes, 3,656,658 pounds; carrots, 3,001,342 pounds; beets, 2,999,927 pounds; loganberries, 1,192,975 pounds. Apples, cherries, grapes, currants, pears, pumpkins, raspberries, squash and tomatoes, were some of the other products packed on which the pools have not been closed. Pools have been closed on beans, blackberries, broccoli, cabbage, gooseberries, plums, rhubarb and strawberries. The total number of cases of canned goods packed was 240,590. Ice and ice cream were manufactured in large quantities, and the box factory cut approximately 2,000,000 feet of lumber during the season.

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RAISIN GROWERS FIND DATE DELIVERY SYSTEM ECONOMICAL

Experiments in a system of delivering fruit by dates were conducted in four plants in 1923 by the Sun-Maid Raisin Growers, Fresno, Calif. Preliminary figures indicate that receiving costs averaged 60¢ a ton for all plants, a considerable reduction. At the four plants which were operating under the date delivery system the average cost of receiving raisins was 50¢ a ton, or 10¢ less than the average. Among the advantages of the date delivery system, in addition to economy of operation, the following are given: The maximum tonnage which may be received at a plant in one day is greatly increased; the plant superintendent has an opportunity to plan his work and schedule deliveries of certain kinds of raisins on certain days, as well as to plan for just the right amount of help; it is a saving of time and money for growers to know just when they can deliver their crop. The management hopes to see the date delivery system generally adopted in 1924 operations.

FARMERS' CLUBS BEING ORGANIZED BY ARKANSAS COTTON GROWERS

In accordance with its recently announced policy, the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., has begun the organization of local units. Six cooperative clubs have been formed, each with a large membership. The first one was organized at Calico Rock, Izard County, and will be known as the White River Farmers' Cooperative Club. Its membership is drawn from five counties and the first meeting was attended by more than 500 farmers. Lunch was served at noon and in the afternoon the association's educational motion picture was shown. Monthly meetings of the club were planned. Similar programs were carried out at other points with attendance varying from 50 to 250. Membership is not limited to members of the cotton association but is open to all persons interested in the cause of cooperation, including the wives and daughters of members..

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LONGEVITY OF ASSOCIATIONS HANDLING DIFFERENT PRODUCTS

Reports from 906 farmers' associations marketing dairy products, 2,677 associations marketing grain, and 616 associations marketing fruits and vegetables, indicate that the existing dairy marketing associations are of more years' standing than those handling grain or fruits and vegetables. The average age for the 906 handling dairy products was 14.5 years; that for the 2,677 associations handling grain, 9.6 years; and that for the fruit and vegetable associations, 8.3 years. Furthermore, 58% of the dairy associations have been in business ten years or longer, and but 34% of the grain marketing organizations and but 27% of the fruit and vegetable associations give an equally good report.

The percentage figures regarding longevity for the several groups of associations are as indicated below:

Years	: Dairy Marketing :	Grain Marketing :	Fruit and Vegetable
Active	: Associations :	Associations :	Associations
	: (906 Reports) :	(2,677 Reports) :	(616 Reports)
	: (Per Cent) :	(Per Cent) :	(Per Cent)
1 or more	: 100.0	: 100.00	: 100.00
5 "	: 83.9	: 69.40	: 49.18
10 "	: 58.2	: 34.44	: 27.43
15 "	: 41.7	: 17.66	: 13.96
20 "	: 29.7	: 4.78	: 8.28
25 "	: 19.9	: 1.49	: 4.38
30 "	: 8.9	: .82	: 1.95
35 "	: 2.1	: .22	: .32
40 "	: .8	: .03	: .16
45 "	: .4	: .03	: .16
50 "	: .1	: .03	: --
55 "	: .1	: .03	: --
60 "	: .1	: --	: --



PEPPERMINT OIL MARKETED COOPERATIVELY

Peppermint oil to the amount of 2,995 pounds was sold for its members in 1923 by the Oregon Mint Growers' Association, Gervais, Ore. The total amount received for this oil was \$7,516.40, and the total board expenses for the year were \$149.71, or five cents per pound. The association was organized in 1921 to handle the distilled product of the mint growers and the business in 1922 amounted to \$15,000.

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FOURTEEN LIVESTOCK SELLING ASSOCIATIONS UNDER ONE MANAGEMENT

December 31, 1923, completed the second year of activity of the National Livestock Producers' Association, Chicago, Ill. The first of the producers' fourteen terminal-market selling agencies began business January 2, 1922, at East St. Louis. The last of the fourteen to begin functioning under the leadership of the National Livestock Producers' Association was the Central Cooperative Commission Association, St. Paul, Minn., which affiliated with the producers' organization October 1, 1923. Six of the fourteen selling agencies began operating in 1922. These were the agencies at East St. Louis, Indianapolis, Chicago, Peoria, Buffalo and Fort Worth. The agencies established during 1923 were those at the stockyards at Kansas City, Sioux Falls, Cleveland, Oklahoma City, Evansville and Pittsburgh. Two selling agencies were added to the producers' group by affiliation, these being the Farmers' Union Livestock Commission at Sioux City, Iowa, and the Central Cooperative Commission Association, St. Paul, Minn.

In 1922, the producers' selling agencies, according to the report of its officials, handled 18,590 cars of livestock, and in 1923, 69,101. The total number of animals handled was 4,831,074, of which 401,500 were cattle, 276,204 were calves, 418,707 were sheep, and 3,734,663 were hogs. The hogs were 77.4% of the total, the cattle and calves 14%, and the sheep 3.6%.

Earnings increased for the producers' units from \$106,993 in 1922 to \$377,709 in 1923. Four of the selling associations, St. Louis, Indianapolis, Peoria and Chicago, made refunds to shippers during 1923 amounting to \$145,000. In addition, \$16,000 in membership fees was returned. It is estimated that the refunds for 1924 will amount to twice these sums.

Twelve of the selling associations (No reports from St. Paul and Fort Worth) had a recorded membership on January 1, 1924, of more than 245,000 individuals. Total sales for the twelve associations, not including the affiliated associations at Sioux City and St. Paul, for 1923 amounted to \$90,075,623. The freight bills paid by the twelve associations during 1923 amounted to \$3,461,480, and the amount paid the stock yard companies was \$1,219,396. Of this total, \$667,136 went to pay for yardage, \$95,564 to pay for hay, and \$456,276 to pay for corn.

PRODUCE SOLD BY POSTCARD QUOTATIONS

Postal card quotations to jobbers and retailers are used as the chief means of selling the hot house products of the Grand Rapids Growers' Association, Grand Rapids, Mich. Lettuce and tomatoes are the principal commodities handled. During the last season shipments amounted to 1,500,000 pounds of lettuce and 100,000 seven-pound baskets of tomatoes. Fruit trees in carlots are also handled for members. This business last year amounted to about fifty cars.

The association was organized October 30, 1919. It has capital stock of \$20,000 in shares of \$10 each. Members are required to hold at least ten shares.

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BUSINESS INCREASED FOUR FOLD IN FIFTEEN YEARS

Since its organization in April of 1909, the South Jersey Farmers' Exchange, Woodstown, N. J., has increased its volume of business from \$363,200 annually to \$1,553,600. The exchange has been engaged in marketing potatoes and tomatoes and in buying for its members fertilizers, feed, lime, coal, baskets, insecticides, cement, crates, twine, etc. The quantities of some of these articles handled during the life of the exchange are as follows: Fertilizer, 115,107 tons; feed, 109,202 tons; potatoes, 12,505 cars; grass seed, 2,557,681 lbs., lime, 14,225 tons; seed potatoes, 136,685 sacks; coal, 17,789 tons; tomatoes, 1,250 cars; baskets, 910,827.

The growth of the association is pictured best by the figures indicating the amount of capital stock outstanding, volume of business, and profits carried to surplus, for each of the past fifteen years. These figures are as follows:

Year	Capital Stock Outstanding	Volume of Business	Profits carried to Surplus
1909	\$11,050	\$ 363,249	\$ 5,233
1910	26,330	445,092	4,433
1911	26,330	877,883	11,902
1912	26,805	734,746	17,801
1913	28,410	703,220	15,016
1914	28,470	750,085	15,895
1915	28,470	746,686	14,123
1916	28,470	1,087,347	29,737
1917	28,470	1,602,588	45,970
1918	62,305	1,750,539	18,495
1919	62,305	2,073,687	30,576
1920	125,000	2,844,835	20,037
1921	125,000	1,961,004	15,966
1922	250,000	1,677,954	22,554
1923	250,000	1,553,614	23,281

### TULARE POULTRY ASSOCIATION REPORTS SATISFACTORY YEAR'S WORK

Many achievements are claimed by the Tulare Cooperative Poultry Association, Tulare, Calif., for the year 1923. Among these are the following: The largest business in the history of the association; better service to members through removal to more commodious quarters; an increase of over 50% in receipts of eggs, and an increase of nearly one cent per dozen in prices secured; better results in the hot weather because of the new cooling and packing plant; more than \$200,000 worth of poultry and poultry products marketed and no losses on produce selling accounts. Among the larger items making up the total receipts were: Eggs, \$128,543; poultry, \$73,931; baby chicks, \$11,877. A total of 431,135 dozen eggs was handled. The volume of business increased more rapidly than the operating expense, with the result that the 1923 operations were carried on for 5-1/2% of the business volume as against 5-3/4% in 1922. Through a year of financial hardship, by careful planning and holding down credits to all buyers, the association handled a business amounting to \$25,000 a month, on its own working capital of \$14,000. Gross sales for the year amounted to \$322,504, as compared with \$234,007 for 1922. Eggs brought an average price of 29.81¢ in 1923 and 29¢ in 1922. The membership now stands at 225 which is a net increase of 21 for the year.

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### SUPPLIES MANY EGGS FOR BOSTON MARKET

An increase of 56-1/2% over the business of the previous year was shown by the annual report of the New Hampshire Cooperative Marketing Association, Manchester, N. H., for the year 1923. Volume of business in 1922 was \$257,881 and in 1923 it was \$403,538. The increase in volume and more efficient accounting methods, with improved methods of handling every department, resulted in a net profit for the year of \$2,228.

The egg marketing department is the largest factor of the business and the growth has been steady. The association claims to supply over half the eggs on the Boston market. In 1923 this department handled 22,377 cases of eggs as compared with 12,757 in 1922. "Just-Laid" eggs brought an average price of 56-3/5 cents for the year as compared with 56 cents the previous year, and 86.78% of all eggs received fell within this grade. Receipts of eggs for the closing week of the year were 682 cases. A reserve of 3% in this department now amounts to \$7,800. By means of this fund the producers will be paid every ten days instead of once in two weeks. Six per cent interest on this reserve is to be paid in March.

Sales of apples increased during the year and a reputation was established for New Hampshire apples, resulting in large advance orders for 1924. Potatoes and wool were also handled in quantities. The membership of the association on January 1, 1924, had reached the figure of 748.



RELATIVE SIZE OF VARIOUS COOPERATIVES

Relative size as measured by volume of business has been worked out from reports received by the United States Department of Agriculture for 1,139 farmer-controlled creameries, 1,861 associations for handling grain, and 585 organizations marketing fruits or vegetables or both.

In the case of the creameries, 64% of the total number report an annual volume of business of \$100,000 or less; 65% of the grain-marketing associations report business for 1923 to the amount of \$180,000 or less; and 59% of the organizations handling fruits and vegetables reported business for 1922 not exceeding \$100,000.

It will be noted by the tables below that while but 5.7% of the creameries and but 3.1% of the grain associations reported an annual business of \$20,000 or less, over 25% of the fruit and vegetable associations did so report. It will also be noted that while fewer than 1% of the creameries and grain associations reported annual business in excess of \$1,000,000, 4% of the fruit and vegetable associations were doing this large volume of business.

In the following table are given the percentage of associations of the different kinds reported in the different money groups, also the accumulated percentages for each group:

Group	: Per Cent for each Money Group::			Accumulated Per Cent		
	: 1,139	: 1,861	: 585	:: 1,139:	1,861:	585
	: Cream-	: Grain	: F. & V.	:: Cream-	: Grain:	F. & V.
	: eries	: Ass'ns	: Ass'ns	:: eries:	Ass'ns:	Ass'ns.
\$20,000 and under	: 5.7	: 3.1	: 25.5	:: 5.7	: 3.1	: 25.5
21,000 to 40,000	: 13.3	: 5.2	: 12.1	:: 19.0	: 8.3	: 37.6
41,000 to 60,000	: 16.7	: 7.1	: 8.5	:: 35.7	: 15.4	: 46.1
61,000 to 80,000	: 16.2	: 9.7	: 6.7	:: 51.9	: 25.1	: 52.8
81,000 to 100,000	: 12.3	: 13.4	: 6.3	:: 64.2	: 38.5	: 59.1
101,000 to 120,000	: 7.8	: 6.9	: 3.1	:: 72.0	: 45.4	: 62.2
121,000 to 140,000	: 6.2	: 6.4	: 4.1	:: 78.2	: 51.8	: 66.3
141,000 to 160,000	: 4.7	: 8.4	: 4.3	:: 82.9	: 60.2	: 70.6
161,000 to 180,000	: 3.5	: 5.5	: 1.9	:: 86.4	: 65.7	: 72.5
181,000 to 200,000	: 3.0	: 2.9	: 1.7	:: 89.4	: 74.6	: 74.2
	: :	: :	: :	:: :	: :	: :
201,000 to 300,000	: 5.4	: 14.4	: 6.2	:: 94.8	: 89.0	: 82.4
301,000 to 400,000	: 2.4	: 5.8	: 3.4	:: 97.2	: 94.8	: 85.8
401,000 to 500,000	: 1.2	: 2.6	: 4.6	:: 98.4	: 97.4	: 90.4
	: :	: :	: :	:: :	: :	: :
501,000 to 1,000,000	: 1.2	: 2.1	: 5.1	:: 99.6	: 99.5	: 95.5
Over 1,000,000	: .4	: .5	: 4.5	:: :	: :	: :

PACIFIC COAST EGGS MARKETING IN THE EAST

Pacific Coast eggs to the number of 373,742 cases, 134,547,120 eggs, were handled in 1923 by the Pacific Coast Egg Producers Cooperative, Inc., New York City, for its five member associations. These members are the Washington Cooperative Egg and Poultry Association, Seattle, Wash.; the Pacific Cooperative Poultry Producers, Portland, Ore.; the Poultry Producers of Central California, Inc., San Francisco, Calif.; the Poultry Producers of Southern California, Inc., Los Angeles; and the Poultry Producers of San Diego, Inc., San Diego, Calif.

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DAIRY COMPANY ISSUES STATEMENT OF SALES AND DIVIDENDS

Total milk sales of the Producers' Dairy Company, Brockton, Mass., for the year 1923, were \$318,911, and sales of ice cream amounted to \$80,328. The sum of \$28,147 was distributed as a patronage dividend. Corresponding figures for the previous year were as follows: Milk sales, \$353,226; sales of ice cream, \$75,176; patronage dividend, \$11,044.

The Producers' Dairy Company was organized July 5, 1917, and has 75 members. It has no contracts with its members, however, very little milk is handled for nonmembers.

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FRUIT ASSOCIATION CLOSES YEAR WITH BALANCE IN TREASURY

One hundred nineteen cars of fresh fruit were shipped in 1923 by the Washington Berry Growers' Association, Sumner, Wash., a total of 87,829 crates, while the fruit delivered to the cannery totaled 10,692,039 pounds. The fresh fruits included strawberries, raspberries, loganberries, currants, blackberries, blackcaps and rhubarb, while gooseberries, pears, plums and prunes also were canned. Fruit was sold in weekly pools, ten pools each being conducted for strawberries and blackberries, nine for raspberries, seven each for loganberries and currants, and five for blackcaps.

The association has been operating for three years and is said to be "recognized as the controlling influence in the berry industry of the valley." The volume of business for each of the three years is as follows:

1921 . . . . .	\$ 614,567
1922 . . . . .	981,823
1923 . . . . .	1,213,321

The year closed with a balance on hand of \$12,164.

FOUR DOLLARS PER CAR TO BE REFUNDED TO PATRONS

A rebate of \$24,234 to patrons on the first 14 months' business was voted by the directors of the Producers' Cooperative Commission Association, Buffalo, N. Y., on January 7. This sum amounts to 22% or about \$4 for every car handled. Gross commissions for the year amounted to \$110,935, an average commission per car of \$18.56, the average cost of handling was \$14.28 per car, and the total earnings for the year, \$35,535. This firm began operations November 1, 1922, and during 1923 has handled approximately 18% of the receipts at the Buffalo yards at a total cost, including commission expenses and loss through a 55-day boycott, of \$75,000. A small reserve fund has been set aside.

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KANSAS WOOL POOLED FOR THE THIRD SEASON.

Eleven hundred sheep growers make up the membership of the Kansas Sheep and Wool Growers' Cooperative Association, Manhattan, Kansas, which held its third annual meeting at the State Agricultural College on February 6. This association was organized at Manhattan, December 21, 1921. As 90% of the Kansas wool is produced by small farm flocks, the local markets for both mutton and wool are usually unsatisfactory and the wool pools have been found very advantageous. The charge for grading, selling, unloading and loading of car-lot shipments at Chicago, storage and insurance for five months, has been from two and three-quarters to three cents a pound. Aside from the matter of prices the manager believes that other resultant benefits from pooling should be noted, which he summarizes as follows:

1. Encourages the production of better quality of wool by selling on a quality basis.
2. Reduces transportation charges by shipping in large amounts.
3. Eliminates unnecessary dealing, speculating, grading, handling and short hauls, by selling direct to the mills.
4. Establishes a more uniform market by selling direct to the mills as they can use it, thus avoiding overstocking the market shortly after shearing.
5. Accumulates the small amounts of wool of all the consignors into large amounts, thus giving the small amounts of each grade the advantage of large amount selling prices.
6. Encourages better preparation of wool before it leaves the producer's hands.
7. The pool enters the marketing field in competition with dealers and speculators.

Commissions on sales of the 1923 pool brought \$1,227 to the state association, while membership dues and sales of capital stock brought in \$1,000. Total disbursements amounted to \$1,192.



DECISIVE ACTION TAKEN REGARDING GRAIN MARKETING

At the monthly meeting of the California Farm Bureau Exchange, February 8, the following resolution was unanimously adopted:

BE IT RESOLVED; That it is the consensus of opinion of the representatives of the California Farm Bureau Exchange that unless 50% of the cereal grain acreage planted for the 1924 crop can be secured under contract by May 3, 1924, by this organization, that we decide to discontinue to function as an organization for the fiscal year commencing June 1, 1924.

After operating two years with less than 14% of the acreage under contract, it was the general opinion that the measure of service which the organization could perform in stabilizing prices would be governed mainly by the proportion of the total crop handled. A vigorous campaign is to be undertaken by the members in an effort to reach every grain grower in the state with information regarding cooperative marketing.

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TOBACCO GROWERS PLEDGE SUPPORT TO ASSOCIATION.

Fifty members of the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., were delegated to meet with the executive board recently and present certain recommended changes in the policies of the association. The delegation was headed by the editor of a local newspaper and a local merchant, and all grower members who were interested were invited to attend the session. Full discussion of the matters under consideration cleared the air and led to better understanding. "In practically every case the management was in agreement with the delegation at the close of the meeting." One of the leaders of the delegation advised the management that he believed great good could be done by taking the members into their confidence. "Let them know what you are doing. If you make a mistake tell them so. Tell them why you take certain steps and what you are working for and you will have them."

At the conclusion of the meeting a resolution in the form of a pledge was adopted almost unanimously. It was as follows:

I, \_\_\_\_\_, a member of the Dark Tobacco Association, realizing that every knock against my business, especially by me or a brother member, delays sales and costs money to every member, and is used to the advantage of parties opposing the association, and that every boost hastens sales and makes money for me and all the other members, do hereby pledge that I will from now on look for the good points in my association and will praise them, and that I will not believe or repeat rumors and derogatory reports against my directors or employees circulated by disloyal members or enemies of my association until I have made due investigation and found such reports to be true.



FERTILIZERS PURCHASED COOPERATIVELY IN CANADA

Farmers of New Brunswick, Canada, have organized for the purchase of fertilizers, according to a recent consular report. An advance in freight rates to a point where the cost of transportation on a ton of fertilizer was more than the cost per ton of the fertilizer at the factories, led to the organization of the New Brunswick Agricultural Societies, authorized by act of Parliament for the special purpose of cooperative purchasing and handling of fertilizers and agricultural supplies. The sole function of the society is cooperative buying. No money is invested. The society buys for cash and distributes for cash.

The removal of the manufacturers' tax on fertilizers has also benefitted the farmers, while another benefit has come from permission of the freight authorities to include in carload shipments 25% of ammonia compounds, to be used in fertilizer mixtures, without extra charge. Formerly ammonia compounds were classed as explosives and the freight rates were correspondingly high. Efforts are to be made to have the 10% import tax on acid phosphate removed.

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ALFALFA GROWERS HANDLE OVER THREE HUNDRED THOUSAND POUNDS

Alfalfa seed to the amount of 300,000 pounds was handled by the Western South Dakota Alfalfa Seed Growers' Exchange, Rapid City, N. D., during the year ending June 30, 1923. Three pools closed during the year resulted in sales in the following amounts:

	:Amount Received	: Net to Growers
		(Per Cwt.)
S. D. No. 12 Grade Extra	: \$5,084.65	: \$20.85
Grimm No. 2, 1921 crop	: 2,872.72	: 21.28
Grimm No. 2, 1922 crop	: 5,617.19	: 26.87

Seed taken during the year was as follows:

S. D. No. 12 Extra	21,395 pounds
S. D. No. 12 No. 1	103,907 "
S. D. No. 12 No. 2	93,827 "
S. D. No. 12 Screenings	24,040 "
Grimm No. 1	30,108 "
Grimm No. 2	17,144 "
Grimm Screenings	3,048 "
Cossack No. 1	3,476 "
Cossack No. 2	1,937 "

A handling charge of 3¢ a pound resulted in an income of \$9,002 to the exchange, of which \$403 remained after deducting expenses. Of this, 10% was carried to surplus, 1% to an educational fund, and 10% was used for a stock dividend.

COOPERATIVE PURCHASING DISCOURAGED BY COMMITTEE

Cooperative purchasing of fertilizer would be unwise at the present time, is the report of a committee appointed to investigate the matter by the Sowega Melon Growers' Association, Adel, Ga. This decision was reached after careful consideration of the subject from every angle. "The present price war among fertilizer manufacturers and the lack of ability on the part of a large number of growers to pay cash for their fertilizer requirements" are two reasons stated for the conclusion that nothing worth while could be gained this season. However, the committee recommends that within the near future the association should organize a separate corporation to purchase and mix fertilizers. It is believed that a subsidiary company could be operated without a large investment and could effect considerable savings. The committee proposes to work out a plan for such a project and submit it to the members for consideration.

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A SERVICE ORGANIZATION FOR LIVESTOCK SHIPPING ASSOCIATIONS

At an expense of \$6,176 the Iowa Cooperative Livestock Shippers, Des Moines, Iowa, an association formed in 1920, functioned for the livestock shipping associations of Iowa in 1923. The principal source of income was an assessment of 50¢ a car on carloads of livestock sold by the various shipping associations. The secretary of the state association, in making his assual report, called attention to the fact that the number of associations affiliated with the state association had doubled during the year. Meetings held by 73 locals were attended by the secretary. Five numbers of The Shipper, the house organ of the association, were issued. The secretary also reported that 200 of the locals were using the membership agreement contract in dealing with their members. In commenting upon this matter he said, "We do not and never have contended that every association should sign up it's members to the contract, because some of our most successful associations are operating without it. However, we do contend that most of these 200 associations would not be in existence today had they not used the contract. Many of them were dying or dead outright when we revived them and applied the contract system."

It is proposed to group the local shipping associations into five districts for the purpose of facilitating the conduct of educational work. The secretary has been empowered "to assist communities in the organization of cooperative concentration points for livestock."

Among the resolutions adopted at the annual meeting were some to the effect that more effort and money should be spent for educational work, that every board of directors be urged to require the manager to prepare complete reports for every meeting of the board, and that "shipping associations make a more thorough study of their business by means of keeping a good set of records."

SCHOOLS HELD FOR LIVESTOCK MEN

Six schools have been held in Illinois for the members and directors of livestock shipping associations and for farm advisors. The schools were held under the leadership of the College of Agriculture at Decatur, Springfield, Olney, Carbondale, Centralia, and St. Louis. Each one was largely attended and a great many questions of interest to livestock men were discussed. On February 14 a shipping association school was held at St. Louis, conducted jointly by the colleges of agriculture of Illinois and Missouri. Among the subjects on the program for consideration were the following: Livestock transportation problems; shipping association accounts, records and prorating; problems of the local manager; incorporation of shipping associations--how and why; shipping associations as a farm bureau project; home publicity; county associations; the Midwest system of marking cooperative shipments of livestock; difficulties in handling cooperative shipments.

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MANY LOANS GRANTED TO JEWISH FARMERS

A summary of the work of the Jewish Agricultural Society, Inc., New York City, a cooperative credit organization, for the year 1923, shows a total of 353 farm loans granted, aggregating \$272,830. This brings the total number of loans to 6,980, and the total amount to \$4,415,622. The 1923 loans were scattered over 16 states, from Connecticut to Wyoming. The Farm Settlement Department advised 620 farm seekers and settled 65. Through the Farm Labor Department 704 laborers were placed on farms. The Extension Department issued a handbook on the horse in Yiddish. A number of scholarships in state colleges were awarded and student loans granted.

This organization, which was formerly the Jewish Agricultural and Industrial Aid Society, has been operating since 1900, during which year 39 loans were granted, amounting to \$14,425. The number and amount of loans outstanding for the past eleven years are shown below:

Year	Loans Outstanding	
	Number	Amount
1913	1,342	\$ 902,649
1914	1,480	978,196
1915	1,628	980,830
1916	1,713	977,423
1917	1,761	995,085
1918	1,841	942,267
1919	1,503	933,534
1920	1,468	1,064,179
1921	1,470	1,144,159
1922	1,512	1,228,818
1923	1,457	1,192,016



FRUIT GROWERS WORKING FOR GREATER VOLUME OF BUSINESS

A special campaign committee has been appointed by the Western New York Fruit Growers' Cooperative Packing Association, Inc., Rochester N. Y., to conduct an expansion campaign. It is proposed to increase the volume of business of the association, to provide facilities for handling fruit in about ten communities, and to ask the members to sign a five-year contract to deliver all their fruits to the association.

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DAIRY COMPANY CLOSES YEAR WITH DEFICIT

The financial statement of the Grand Rapids Dairy Company, Grand Rapids, Mich., for the year 1923, shows a net loss for the year of \$42,448. An explanatory statement from the manager shows that a large portion of this deficit, \$28,131, was due to the fact that patrons were paid full price for their milk from March 1 to the close of the year while much of it should have been paid for at the price of surplus milk. Other items making up the amount are as follows: Old accounts of 1922, \$6,599; old notes paid, \$7,262; and a net loss for January and February, 1923, of \$3,588. Producers were paid during 1923, \$282,359, for milk, \$22,198 for butter, and \$816 for cheese, a total of \$305,373 as compared with \$238,295 in 1922.

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OHIO LIVESTOCK PRODUCERS PURCHASE FEEDING ANIMALS COOPERATIVELY

In 1923 the Ohio Livestock Shippers' Association, Columbus, Ohio, through its feeder department, assisted in the direct shipment of 1,581 animals from the range. This was a smaller number than for the preceding year, due largely to the fact that insufficient effort was given to making personal contacts among Ohio livestock farmers.

The plan used in conducting this feature of the marketing program requires that all orders must originate with a county shipping association or farm bureau. Each order must be in contract form and must give all information as to kind of animals wanted, point to which shipment is to be made, and bank on which draft can be drawn. A deposit of \$20 a car is required. Of this amount \$2 goes to the local shipping association or county farm bureau. The charge for the purchasing service is 25¢ per cwt. Insurance is carried cooperatively by the various farmers purchasing animals. The actual purchasing in 1923 was done by an agent sent to the western ranges.

The weight of the animals purchased in 1923 ranged from 350 to 900 pounds with the average between 500 and 600 pounds. The average shrink in weight of the animals amounted to from 65 to 85 pounds.



CONNECTICUT VALLEY TOBACCO GROWERS PLAN FOR HAIL INSURANCE

Arrangements have been made between the Connecticut Valley Tobacco Association Hartford, Conn., and a syndicate of insurance companies to insure the growing tobacco of members against hail during the 1924 season. A blanket policy will be written running to the association and tobacco growers will make their insurance arrangements with the association. The premium rate will be determined at the close of the season but will be not in excess of \$24 per acre. In case the losses should amount to no more than on the 1923 crop the actual premium per acre will be \$16.80. This rate is dependent on 80% of the acreage being insured. Through cooperation last year the rates for hail insurance were reduced from \$50 to \$24, and it is believed that through united effort further reductions can be secured.

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WISCONSIN CHERRY MARKETING ORGANIZATION PAYS DIVIDENDS

After paying dividends to the amount of \$3,485, the Door County Fruit Growers' Union, Sturgeon Bay, Wis., had \$720 to carry to its surplus account as a result of its business operations in 1923. Its total sales of fruit amounted to \$434,795, made up of \$331,874 from cherries, \$70,105 from apples, \$30,000 from strawberries, and \$2,814 from other fruits.

The sales of growers' supplies amounted to \$117,743 and the total volume of business to \$578,494. Expenses for the year were \$31,463, of which salaries and labor amounted to \$13,057.

This organization markets principally cherries and its growth can be measured in a degree by the number of 16-quart crates of cherries handled. During the last three years apples have been handled in large quantities. The number of crates of cherries and the total number of packages of fruit handled each year since 1916 are given below, also the amount of sales of growers' supplies since 1919, the amount of fruit sales, and the total volume of business:

Year :	Crates of :	Total Packages :	Growers' :	Fruit :	Total
:	Cherries :	of fruit :	Supplies :	Sales :	Business
:	:	:	Sold :	:	:
1916 :	31,371 :	43,832 :	:	:	:
1917 :	104,758 :	117,174 :	:	:	:
1918 :	32,792 :	39,625 :	:	:	:
1919 :	205,453 :	210,211 :	\$38,916 :	\$557,882 :	\$ 607,483
1920 :	188,080 :	212,469 :	77,762 :	551,149 :	629,299
1921 :	344,695 :	380,545 :	101,014 :	977,999 :	1,039,201
1922 :	425,517 :	495,699 :	140,694 :	896,738 :	1,048,397
1923 :	238,224 :	330,686 :	117,743 :	434,795 :	578,494

GEORGIA PEANUT GROWERS TO START MEMBERSHIP CAMPAIGN

A big campaign for new members was started in February by the Georgia Peanut Growers' Cooperative Association, Albany, Ga. Plans called for canvassing about 50 new counties besides the 77 in which the association is now operating. The new contracts are for four years in order that they may expire at the same time as those which were signed one year ago for a five-year term. Any grower still holding his 1923 peanuts may sign a five-year contract.

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GRAPE GROWERS' EXCHANGE OPERATED AT A LOSS

The income of the California Grape Growers' Exchange, San Francisco, Calif., for the year ending December 31, 1923, was \$31,704. Over \$21,000 of the total came from commissions in payment of marketing services. The expenses for the year were \$45 in excess of the income. The chief items among the expenditures were: Salaries, executive and office, \$11,900; field expense and canvassing, \$9,920; office expense and printing, \$4,759; directors' per diem and expense, \$1,623; and advertising, \$586. There was a balance of \$10,487 in the surplus account at the close of the year, this surplus having been accumulated in previous seasons.

The tonnage of the association for 1924 is expected to approximate 40,000 tons of fresh grapes. Last season for the first time the association provided its members with box shock. This association which was organized in 1920 is a noncapital-stock corporation engaged in serving its members as a marketing agency.

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MICHIGAN SEED POTATO GROWERS PROPOSE CHANGE OF NAME

Reorganization with a change of name is contemplated by the Michigan Potato Producers' Association. Several changes in the form and policies of the association will be considered at the annual meeting which has been postponed until early in April. It is proposed to change the name of the organization to Michigan Certified Seed Potato Association, because of the greater advertising value, and also to avoid confusion. Another plan is to increase the board of directors to include more representatives from the Michigan Potato Growers' Exchange, the Michigan Agricultural College, and the Michigan State Farm Bureau. A class of proven seed to be known as "Registered Seed" is to be established for the use of certified seed growers who desire to use strains of proven superiority. The establishment of a minimum price for seed, to be fixed by the directors, will be considered at the annual meeting. Plans provide for voluntary pools to be handled by the Michigan Potato Growers' Exchange and the seed department of the State Farm Bureau.